

Message Text

UNCLASSIFIED

PAGE 01 STATE 068704

61

ORIGIN COME-00

INFO OCT-01 NEA-09 ISO-00 EB-07 /017 R

DRAFTED BY COM/BIC/MEPD:TJASPER/NH

APPROVED BY NEA/PAB:PDCONSTABLE

NEA/PAB:MGJONES

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O R 262142Z MAR 75

FM SECSTATE WASHDC

TO AMEMBASSY ISLAMABAD IMMEDIATE

INFO AMCONSUL KARACHI

UNCLAS STATE 068704

E.O. 11652: N/A

TAGS: BEXP, PK

SUBJECT: CHEMTEX PROPOSAL FOR POLYESTER PLANT

1. PLEASE PASS TO CHEMTEX-DUPONT TEAM: HAGEMAN TETZLAFF
AND DAVIS FROM DYSART.

2. SUGGEST VISIT TO USA WOULD BE EFFECTIVE AS NEXT STEP
SALES EFFORT. MCCAWLEY AGREES DUPONT WILL SHOW PLANT
ON ASSUMPTION THEY SERIOUS PROSPECT. CHEMTEX WOULD BE
WILLING TO PAY EXPENSES FOR UP TO FOUR PAKISTANIS. IF
YOU CONCUR, EXTEND INVITATION AND ADVISE POSSIBLE SCHEDULE,
NAMES, AND TITLES.

3. FURTHER OUR PREVIOUS CABLE RELATIVE FINANCING OF
DOLS 6 MILLION, EXIM BANK'S PRESENT PROGRAMS PERMIT MAXIMUM
55 PERCENT DIRECT LOAN AT FIXED INTEREST RATE AS LOW AS
7 PERCENT WITH ADDITIONAL GUARANTEE OF 35 PERCENT. IF
FOREIGN COMPETITORS OFFERING BETTER TERMS THAN PROPOSED BY
US, EXIM WOULD CONSIDER INCREASING FINANCIAL COMMITMENT
TO MEET FOREIGN COMPETITION. KISSINGER

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Message Attributes

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Channel Indicators: n/a
Current Classification: UNCLASSIFIED
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Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
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Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
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Margaret P. Grafeld
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